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ABSTRACT

The New Hampshire Technical Institute (NHTI) and the six New Hampshire Vocational-Technical Colleges (NHVTC) offer collegiate education preparing individuals for direct employment in business, industry, health, and service related fields. At the completion of the 1984-85 academic year, the college/institute system graduated 1,080 students from 47 different programs. Of these graduates, 96% were satisfactorily placed as of November 1, 1985, with 78% being gainfully employed. Of the employed graduates, 96% were working in a job directly or closely related to their college program. Many positions were obtained as a result of the lifetime placement service available at each college. Graduates continued to show a preference for working, living, and attending school in New Hamsphire, with 81% of the employed graduates accepting jobs in the state and 89% indicating that they commuted to work from the same town listed as their residence while at school. The average job entry salary increased significantly from the previous year, and it was estimated that employed graduates would have a total gross dollar earning power of $15,267,826 during their first year of employment. The placement report contains tables providing separate job placement data for NHTI and NHVTC graduates. Information on courses and degree programs offered through the Division of Community Education, and a list of employers who interviewed 1985 graduates are also included. (EJV)

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GRADUATE PLACEMENT REPORT

1985

New Hampshire Vocational-Technical Colleges

and

New Hampshire Technical Institute

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1985 ANNUAL SUMMARY
PLACEMENT OF GRADUATES

The New Hampshire Department of Postsecondary Vocational-Technical Education administers the New Hampshire Technical Institute at Concord and the six Vocational-Technical Colleges at Berlin, Claremont, Laconia, Manchester, Nashua and Stratham. These public, two-year institutions are supported by State funds, student tuition, federal grants and other miscellaneous revenues.

The Vocational-Technical Colleges and the New Hampshire Technical Institute offer collegiate education preparing women and men for direct employment in business, industry, health and service related fields. Classroom instruction is supplemented with laboratory, shop and clinical experiences. Instruction includes English, mathematics, science and social sciences. Emphasis at the Technical Institute is placed upon higher mathematics, physical science, technical subjects, and laboratory techniques. At the Vocational-Technical Colleges, the emphasis is on planned practical experience with equipment used in business, industry, and the health fields. All allied health science programs include affiliation with appropriate medical facilities.

Depending upon program, Associate Degrees, Diplomas or Certificates are awarded to graduates of the Colleges and the Institute. All seven institutions are members of and accredited by the New England Association of Schools and Colleges, Inc. All seven institutions are approved for Veterans benefits. All health programs within the system are accredited by appropriate organizations and several institutions have individual technical program accreditations. All institutions are authorized under federal law to enroll non-immigrant alien students.

FULL TIME DAY PROGRAM OFFERINGS

TECHNICAL & INDUSTRIAL PROGRAMS	CONCORD	BERLIN	CLAREMONT	LACONIA	MANCHESTER	NASHUA	STRATHAM
Architectural Engineering Technology	●						
Auto Body Repair						●	
Automotive & Marine Technology				●			
Automotive Services/Technology		●			●	●	●
Building Construction Technology					●		
Commercial Design & Illustration					●		
Comp. Assisted Mech./Elec. Drafting (CAD)			●				
Computer & Electronic Technology						●	
Computer Electronics/Electricity			●				
Computer Engineering Technology	●						
Computer N. C. Technology						●	
Culinary Arts (1 & 2 yr.)		●					
Drafting Technology (CAD)					●		
Electrical Construction				●			
Electromechanical Drafting (CAD)						●	●
Electronic Engineering Technology	●						
Electronic/Mechanical Technology (Robotics)						●	
Electronic Technology				●			
Fire Protection				●			
Forest Management Technology		●					
Graphic Arts				●			
Heating, Ventilation & Air Conditioning					●		
Industrial Electricity				●	●		
Industrial Electronics		●			●		●
Machine Tool Processes/Technology		●			●	●	●
Manufacturing Engineering Technology	●						
Mechanical Engineering Technology	●						
Mechanical Drafting (CAD)		●		●			
Surveying Technology		●					
Truck Diesel Mechanics						●	
Water/Wastewater Technology		●					
Welding Technology					●		●

	CONCORD	BERLIN	CLAREMONT	LACONIA	MANCHESTER	NASHUA	STRATHAM
BUSINESS PROGRAMS							
Accounting		•				•	
Administrative Secretarial Technology						•	
Business Administration - Accounting	•						
Business Administration - Bank & Finance	•						
Business Administration - Management	•						
Business Management						•	
Business and Office Technology				•			
Computer Information Services	•						
Executive Secretarial		•					
Legal Secretarial		•					
Medical Secretarial		•					
Medical Office Management					•		
Microcomputer Business Management			•				
Management		•					
Office Management					•		
Secretarial Science		•					
Word Processing Technology						•	
HEALTH PROGRAMS							
Alcoholism Counseling (1 yr.)	•						
Dental Assisting (1 yr.)	•						
Dental Hygiene	•						
Diagnostic Medical Sonography (1 yr.)	•						
Emergency Medical Care	•						
Fitness Technician					•		
Health Science	•						
Human Services/Mental Health	•						
Human Services/Alcoholism Counseling	•						
Interpreter Tutor			•				
Medical Assistant			•				
Medical Laboratory Technician			•				
Medical Records Technician			•				
Medical Transcription (1 yr.)			•				
Nursing (ADN)	•	•	•		•		•
Occupational Therapy Assistant			•				
Physical Therapist Assistant			•				
Practical Nursing (1 yr.)		•	•		•		•
Radiologic Technology (X-Ray)	•				•		
Respiratory Therapy			•				
Speech-Language Assistant (1 yr.)			•				
Surgical Technician (1 yr.)							•
SPECIAL PROGRAMS							
Advance Placement ADN			•				
EXPRO (Exploratory Program)			•				
General Associate in Science	•						
General Associate of Applied Science			•				
LPN-ADN Transition	•						•
Pre-Tech	•						

ALL PROGRAMS LEAD TO AN ASSOCIATE DEGREE EXPECT FOR ONE-YEAR PROGRAMS

The College/Institute System graduated 1080 students from 47 different programs at the completion of the 1984-85 academic year. Job placements for our graduates continue to be excellent.

Of those graduates, 96% were satisfactorily placed as of November 1 (discounting the 3% whose status could not be determined and the 1% who were not seeking employment).

Of the 1080 graduates, 840 or 78% were gainfully employed. It is highly significant that 96% of these employed graduates were working in a job directly or closely related to the program they studied at their College or Institute.

Many positions were obtained as a result of contacts between students and potential employers, arranged and fostered by the lifetime placement service provided at each institution. Others resulted from continuation of former or current work-related associations. A glance through the last pages of the report quickly confirms that New Hampshire and New England business and industry are very interested in this System's graduate who is well prepared for immediate employment in skilled and semi-professional occupations.

Full time civilian employment is not the goal pursued by all our System's graduates. Additional collegiate education, military service, marriage, etc. are opportunities chosen by a significanr portion of the graduates. Continuing their education were 108 students or 10%, and eleven graduates joined the Armed Forces.

The graduates of the Institute/College System have always shown a decided preference to attend college, work, and live in New Hampshire and commute to their jobs from their home town if possible. The Institute/College System, which receives considerable assistance from State revenues, is thus able to return to New Hampshire human resources which, in turn, help support the State and the local communities.

Of those graduates accepting employment, 81% accepted jobs in New Hampshire (Table VII) and 89% indicated they commute to their new job from the town listed as their residence when they began their College or Institute program. (Table VIII)

Salary data for the 1985 graduating class is listed on Table IX. Average job entry salaries increased significantly compared to last year's average. It is estimated that all employed graduates will have a total gross dollar earning power of approximately $15,267,826 during their first year of employment.

Table X lists the business, industry, and health organizations whose representatives interviewed graduates, as well as those actually employing them. The list is long and impressive in terms of the diversity of business, industrial firms, and health services as well as its' wide geographical distribution. It is also indicative of the interest that employers have in the System's graduates.

TABLE I

NEW HAMPSHIRE POSTSECONDARY VOCATIONAL-TECHNICAL EDUCATIONAL SYSTEM
Status of June 1985 Graduates as of November 1, 1985

INSTITUTION	Number of Graduates	Employed FullTime	Employed Part Time	Continuing Education	Armed Forces	Seeking Employment	Not Seeking Employment	Status Unknown
NHTI Concord	366	272	0	58	2	21	1	12
NHVTC Berlin	130	94	7	19	1	7	1	1
NHVTC Claremont	131	100	4	10	0	8	4	5
NHVTC Laconia	74	55	0	3	1	1	0	14
NHVTC Manchester	171	149	0	10	3	0	8	1
NHVTC Nashua	89	85	0	4	0	0	0	0
NHVTC Stratham	199	85	19	4	4	2	1	4
TOTAL	1,080	840	30	108	11	39	15	37
PERCENT	100%	78%	3%	10%	1%	4%	1%	3%

NEW HAMPSHIRE TECHNICAL INSTITUTE — CONCORD

The New Hampshire Technical Institute graduated 366 seniors; 272 had accepted full time employment as of November 1, 1985. Of these, 235 or 86% (Table VII) are employed within the state and 238 or 88% (Table III) are able to commute to work from the community they listed as their place of residence when they entered the Institute; 260 or 96% were employed in their major or a closely related field.

Although Institute programs are designed to prepare students for immediate employment upon graduation, some graduates have always indicated a desire to continue their education on a full time basis. This year 58 graduates, approximately 15% of the class, have reported that they will continue in full time educational programs (Table II).

The average starting salary for graduates employed full time by program is as follows:

Architectural Engineering Technology	$15,076
Electronic Engineering Technology	$19,334
Mechanical Engineering Technology	$18,532
Business Administration	$15,896
Computer Information Systems	$15,589
Alcohol Counseling	$18,750
Associate Degree Nursing	$17,580
Dental Assistant	$12,836
Dental Hygiene	$20,094
Emergency Medical Care	$17,400
Mental Health/Human Services	$16,875
Radiologic Technology	$17,028
Institutional Average	$17,838

The entry job titles, listed by graduates in Table V, indicate employment consistent with the educational goals and objectives of the New Hamphire Technical Institute.

TABLE II

NEW HAMPSHIRE TECHNICAL INSTITUTE—CONCORD

Status of 1985 Graduates by Program as of November 1, 1985

Status	AL	AET	BA/BK	CIS	DA	DH	EET	EMC	GAS	HS	MET	MH	NU	XRA	Total
Number Graduated	7	14	35	35	19	24	56	18	4	3	35	11	91	14	366
Employed Full Time	4	10	17	32	17	17	34	14	3	2	22	4	82	14	272
Employed Part Time															0
Continuing Education	3	4	13		1	1	12	2			11	5	6		58
Armed Forces							1	1							2
Seeking Employment			3	2	1	5	6				2	1	1		21
Not Seeking Employment													1		1
Status Unknown			2	1		1	3	1	1	1		1	1		21

AL—Alcohol Counseling
AET—Architectural Enginering Tech.
CIS—Computer Information Systems
DA—Dental Assisting (1 year)
BA/BK—Business Administration/Banking
DH—Dental Hygiene
EET—Electronic Enginering Tech.
EMC—Emergency Medical Care
GAS—General Associate in Science
HS—Health Science
MET—Mechanical Engineering Tech.
MH—Mental Health
NU—Associate Degree Nursing
XRA—Radiologic Technology

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

The New Hampshire Vocational-Technical Colleges had 714 graduates in 1985. As of November 1, 1985, 568 or 80% had accepted full time employment; 79% of these are employed within the State of New Hampshire and 90% are able to commute to work from the community they listed as their place of residence when they entered the college; 96% of the graduates indicated that they were employed in their major or a closely related field.

This year 50 Vocational-Technical College graduates, or 7% of the class, plan to continue their education on a full time basis (Table IV), continuing a well established trend.

The job titles listed by graduates in Table V again indicate employment consistent with the educational goals and objectives of the New Hampshire Vocational-Technical Colleges.

TABLE III

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGES
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

Status of 1985 Graduates by Program as of November 1, 1985

Status	AB	ACC	AS	ASM	BC	BM	CA	CET	D	EC	FP	GA	HVAC	ICE	IEO	IEY	IT
Graduated	6	17	51	7	21	11	13	23	53	7	5	23	20	7	69	23	5
Employed Full Time	6	16	46	7	13	11	11	22	47	6	4	17	18	5	52	20	3
Employed Part Time			1												4		
Continuing Education			2		3		2		2			2	2	1	2	1	1
Armed Forces			1							1					1	2	
Seeking Employment		1	1									1			4		
Not Seeking Employment					5												
Status Unknown								1	4		1	3		1	6		1

AB—Auto Body
ACC—Accounting
AS—Auto Service
ASM—Admin. Secretarial Management
BC—Building Construction
BM—Business Management
CA—Culinary Arts
CET—Computer Electronics Tech.
D—Drafting
EC—Electrical Construction
FP—Fire Protection
GA—Graphic Arts
HVAC—Heating, Ventilation, Air Cond.
ICE—Internal Combustion Engines
IEO—Ind. Electronics
IEY—Ind. Electricity
IT—Interpreter/Tutor

TABLE III—(continued)

NEW HAMPSHIRE VOCATIONAL-TECHNICAL COLLEGE
BERLIN, CLAREMONT, LACONIA, MANCHESTER, NASHUA, STRATHAM

Status of 1985 Graduates by Program as of November 1, 1985

Status	MA	MBM	MDM	MLT	MRT	MT	MTP	N	NRM	OTA	PN	PTA	RT	SS	ST	W	Total
Graduated	21	13	8	7	5	1	46	56	8	6	109	15	12	18	10	18	714
Employed Full Time	7	10	6	4	5	1	44	44	8	6	69	12	11	13	8	16	568
Employed Part Time	2		1					8			13			2			31
Continuing Education	7						1	2			17	1			1	2	49
Armed Forces							1				3						9
Seeking Employment	5	1	1	1									1	2			18
Not Seeking Employment		1		1				1			5	1					14
Status Unknown		1		1				1			2	1		1	1		25

MA—Medical Assistant
MBM—Microcomputer Business Management
MDM—Mid Management
MLT—Medical Laboratory Technician
MRT—Medical Records Technician
MT—Medical Transcription
MTP—Machine Tool Process
N—Nursing
NRM—Natural Resources Management
OTA—Occupational Theory Assistant
PN—Practical Nursing
PTA—Physical Therapy Asst.
RT—Respiratory Therapy
SS—Secretarial Science
ST—Surgical Technician
W—Welding

TABLE V
NEW HAMPSHIRE TECHNICAL INSTITUTE
AND
VOCATIONAL-TECHNICAL COLLEGES

Typical Entry Job Titles of Graduates Employed Full Time

POSITIONS FILLED

ACCOUNT CLERK
ACCOUNT TECHNICIAN
ACCOUNTING SECRETARY
ACCOUNTS PAYABLE CLERK
ACCOUNTS RECEIVABLE CLERK
ACCOUNTS RECEIVABLE MANAGER
ADMINISTRATIVE ASSISTANT
ADMINISTRATIVE SECRETARY
ADMINISTRATOR
ADVANCED TOOL ROOM MACHINIST
AIR CONDITIONING APPRENTICE
ALCOHOLISM COUNSELOR
ALIGNMENT MAN
AMBULANCE ATTENDANT
ANALYTICAL ENGINEERING TECHNICIAN
APPRENTICE ELECTRICIAN
APPRENTICE MACHINIST
APPRENTICE MOLD MAKER
APPRENTICE TOOL & DIE MAKER
ARCHITECTURAL DRAFTER
ASSEMBLER
ASSISTANT ACCOUNTANT
ASSISTANT CONTROLLER
ASSISTANT CUSTOMER SERVICE MANAGER
ASSISTANT HEAD NURSE
ASSISTANT MANAGER
ASSISTANT MANUFACTURING MANAGER
ASSISTANT PROJECT MANAGER
ASSISTANT RESIDENT PROJECT REPRES.
ASSISTANT TREASURER
AUDITOR
AUTO BODY TECHNICIAN
AUTO TECHNICIAN
BIOMEDICAL TECHNICIAN
BOOKKEEPER
BOOKKEEPER/SECRETARY
BREAKFAST & LUNCH GRILL COOK
BROILER COOK
BROKER
BUYER
CAMERA OPERATOR
CARPENTER
CHARGE NURSE
CHILD CARE WORKER
CLAIMS & SERVICE WRITER
CLAIMS EXAMINER
CNC PROGRAMMER
CNC-MILLING MACHINE OPERATOR
COMMERCIAL LOAN OFFICER
COMMUNICATIONS FOREMAN
COMPUTER ASSISTED DRAFTER
COMPUTER MANAGER
COMPUTER OPERATOR
COMPUTER PROGRAMMER
COMPUTER TECHNICIAN
CONSTRUCTION WORKER
COOK
CORPORATE CLERK
COUNSELOR
COUNSELOR INTERN
CREDIT & LOAN SUPERVISOR
CREDIT ANALYST
CUSTOMER SALES REPRESENTATIVE
CUSTOMER SERVICE OFFICER
CUSTOMER SUPPORT ENGINEER
DENTAL ASSISTANT
DENTAL HYGIENIST
DEPARTMENTAL CLERK
DESIGN DRAFTER
DESIGH ENGINEER
DESIGN TECHNICIAN
DESIGNER
DESIGNER ASSEMBLY
DETAIL DRAFTSMAN
DIESEL MECHANIC
DRAFTING DESIGNER
DRAFTING EDITOR
DRAFTSMAN

ELECTRICAL TECHNICIAN
ELECTRICIAN
ELECTRO-MECHANICAL TECHNICIAN
ELECTROMECHANICAL ENGINEER
ELECTRONIC ACCOUNTING SPECIALIST
ELECTRONIC ENGINEER ASSISTANT
ELECTRONIC TECHNICIAN
ELEMENTARY SCIENCE TEACHER
EMERGENCY MEDICAL TECHNICIAN
ENGINEERING ASSISTANT
ENGINEERING ASSOCIATE
ENGINEERING SERVICE CLERK
ENGINEERING TECHNICIAN
ESTIMATOR
ETCHER
FIELD CHIEF
FIELD ENGINEER
FIELD SERVICE TECHNICIAN
FIRE FIGHTER
FIRST COOK
FOOD & BEVERAGE TRAINEE
FOREMAN
FRAMER
GARDEN MANAGER
GRADUATE NURSE
GRADUATE PRACTICAL NURSE
HEAD COOK
HEAD - ENGLISH DEPARTMENT
HEAVY EQUIPMENT MECHANIC
HVAC INSTALLER
HVAC TECHNICIAN
INSTALLER
INSTRUMENT MAN
INSURANCE RATER
INTERPRETER TUTOR
JUNIOR PROGRAMMER
LEGAL SECRETARY
LICENSED PRACTICAL NURSE
LINE COOK
MACHINIST
MACHINIST-WELDER
MAINTENANCE ELECTRICIAN
MANAGER
MANUFACTURING ENGINEER
MANUFACTURING PROJECT ANALYST
MECHANIC
MECHANICAL DESIGNER
MECHANICAL DRAFTER
MECHANICAL TECHNICIAN
MEDICAL ASSISTANT
MEDICAL LABORATORY TECHNICIAN
MEDICAL PRODUCTS SALESPERSON
MEDICAL PRODUCTS TECHNICIAN
MEDICAL RECORDS ASSISTANT
MEDICAL RECORDS SUPERVISOR
MEDICAL TECHNOLOGIST
MEDICAL TRANSCRIPTIONIST
MICROWAVE TECHNICIAN
MOLD MAKER
N/C MILL OPERATOR
NIGHT AUDITOR
NURSE (ADN)
OCCUPATIONAL THERAPY ASSISTANT
OFFICE MANAGER
OFFSET STRIPPER
OPERATION MANAGER
OPERATOR I—WASTE WATER TREATMENT
OPTOMETRIC TECHNICIAN
ORIENTATION/MOBILITY TECHNICIAN
OUTSIDE SALES REPRESENTATIVE
PARAMEDIC
PHYSICAL THERAPY ASSISTANT
PLANT ELECTRICIAN
PLANT SUPERVISOR
PREP COOK
PRESSMAN
PRIMARY NURSE/THERAPIST
PRODUCT DEVELOPMENT ENGINEER
PRODUCTION CONTROLLER
PRODUCTION ENGINEER

PROGRAMMER
PROGRAMMER ANALYST
PROJECT LIBRARIAN
PROJECT MANAGER
PUBLICATIONS SPECIALIST
PURCHASING AGENT
PURCHASING CLERK
QUALITY CONTROL INSPECTOR
QUALITY CONTROL TECHNICIAN
QUALITY MONITOR
RADIOLOGIC TECHNICIAN
REAL ESTATE SALESMAN
RECEPIONIST
RECREATIONAL COUNSELOR
REGISTERED NURSE
RESIDENT MANAGER
RESIDENTIAL COUNSELOR
RESPIRATORY THERAPY ASSISTANT
ROD MAN
SALES MANAGER
SALESPERSON
SCANNER OPERATOR
SECRETARY
SECRETARY-RECEPTIONIST
SENIOR DRAFTER
SERVICE TECHNICIAN
SERVICE WRITER
SPECIAL EDUCATION AIDE
SPRINKLER DESIGNER
STAFF NURSE
STRIPPER
SUB-CONTRACTOR
SUPERVISOR
SURGICAL TECHNICIAN
SURVEYOR
TAX AUDITOR II
TECHNICAL ASSOCIATE
TECHNICIAN
TELLER
TELLER-SUPERVISOR
TEST ENGINEER ASSISTANT
TEST REPAIR TECHNICIAN
TEST TECHNICIAN
TESTER
TOOL & CUTTER GRINDER
VICE-PRESIDENT
WAITRESS
WELDER
WIREMAN
WORD PROCESSOR
X-RAY TECHNICIAN
YOUTH COUNSELOR

TABLE VI

Field of Employment Status of Technical Institute and Vocational-Technical College Graduates Employed Full-Time

INSTITUTE COLLEGE	NUMBER EMPLOYED FULL-TIME	EMPLOYED MAJOR FIELD	PERCENT MAJOR	EMPLOYED RELATED FIELD	PERCENT RELATED	EMPLOYED DIFFERENT FIELD	PERCENT DIFFERENT
CONCORD	272	254	93%	6	2%	12	4%
BERLIN	94	79	84%	11	12%	4	4%
CLAREMONT	100	85	85%	9	9%	6	6%
LACONIA	55	44	80%	9	16%	2	4%
MANCHESTER	149	140	94%	5	3%	4	3%
NASHUA	85	81	95%	2	2%	2	2%
STRATHAM	85	72	85%	9	10%	4	5%
TOTAL	840	755	90%	51	6%	34	4%

The fact that 96% of the employed graduates of the Vocational-Technical Colleges and the Technical Institute entered a field directly related to the field for which they prepared graphically illustrates the value of the system to the student, business and industry, and the State of New Hampshire. The education purpose of the Post-Secondary System is being fulfilled.

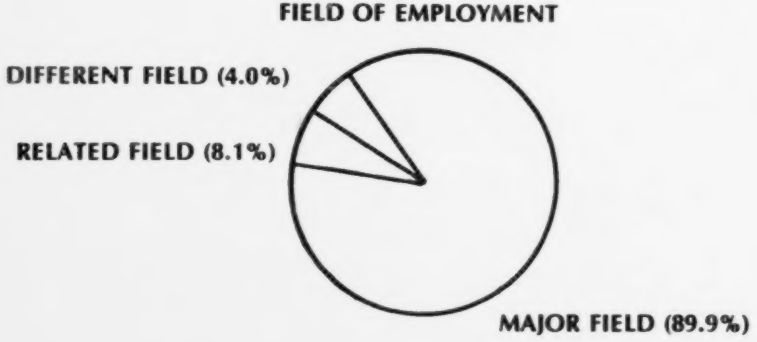
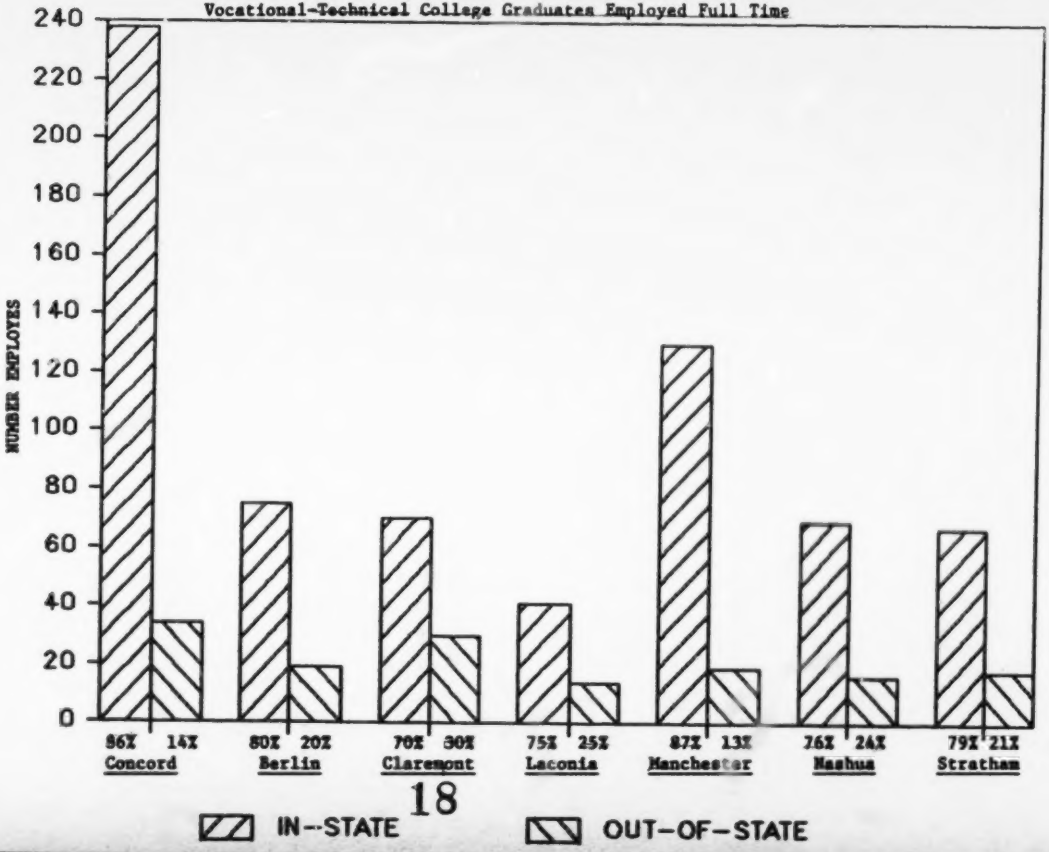


TABLE VII

In-State, Out-of-State Status of Technical Institute and Vocational-Technical College Graduates Employed Full Time



The Legislature of the State of New Hampshire established the New Hampshire Technical Institute and the New Hampshire Vocational-Technical Colleges so that they could develop skilled workers, technicians, and technologists as valuable resources to improve and bolster the State's economy. Since the Institute/College System has been established, evidence has shown that this has occurred. This year 81% of the 1985 graduates employed full time are at work within the State of New Hampshire. The 19% who work out-of-state are generally employed in northern New England. Many who work out-of-state continue to live in New Hampshire.

TABLE VIII

Graduates Reported Commuting to Full Time Jobs from the Community Listed as their Residence at the Time they Enrolled in the Postsecondary System

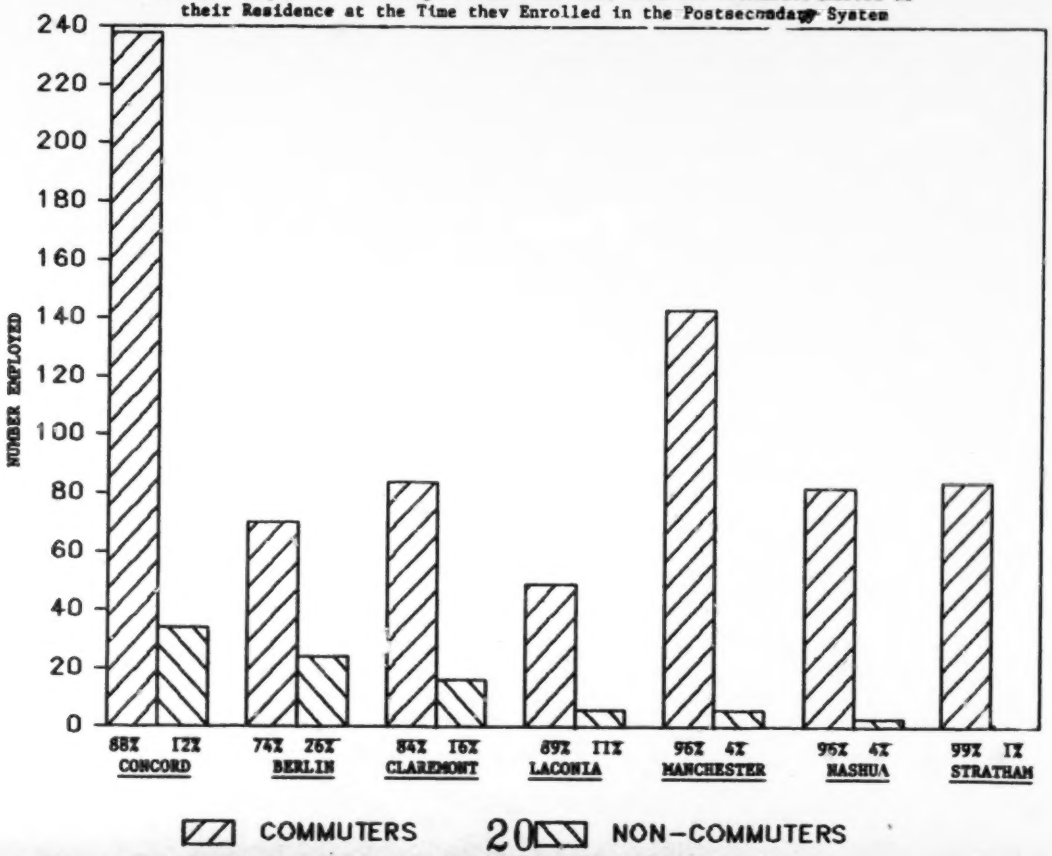


TABLE IX
Annual Salary Data for Graduated Employed Full Time Based upon Reported Salaries

BUSINESS AND MANAGEMENT MAJORS

Program	Number Reporting	High	Average	Low
Accounting	8	$15,080	$12,437	$ 9,360
Business Administration	17	23,000	15,896	11,180
Computer Information System	33	25,000	15,589	10,400
Business Management	5	24,000	17,040	11,700
Microcomputer Business Management	9	19,000	11,570	8,750
Mid-Management	4	12,584	9,412	7,800
Secretarial	9	16,640	11,271	6,300
Admin. Secretarial Management	6	16,000	14,050	12,000
Average of Reported Salaries	91	$25,000	$14,080	$ 6,300
SERVICE MAJORS				
Automotive Services	39	$24,000	$15,355	$ 8,320
Auto Body	4	15,080	14,395	14,000
Building Construction	8	25,000	15,206	12,000
Culinary Arts	10	16,000	11,634	8,320
Fire Protection	3	15,600	14,867	14,000
Graphic Arts	14	17,680	14,577	10,000
Heating, Ventilation & Air Cond.	13	22,000	16,307	10,000
Internal Combustion Engines	2	10,400	9,360	8,320
Natural Resources Management	6	15,000	13,918	13,000
Average of Reported Salaries	99	$25,000	$14,720	$ 8,320
ENGINEERING TECHNOLOGY MAJORS				
Architectural Engineering Technology	10	$17,500	$15,076	$10,400
Electronic Engineering Technology	35	32,000	19,334	10,400
Mechanical Engineering Technology	22	26,138	18,532	12,480
Average of Reported Salaries	67	$32,000	$18,116	$10,400

TABLE IX (Continued)

Program	Number Reporting	High	Average	Low
INDUSTRIAL AND MANUFACTURING MAJOR				
Computer Electronics Technology	16	$30,000	$15,882	$10,700
Drafting	42	22,000	15,426	11,000
Industrial Electricty	19	19,000	14,381	9,900
Industrial Electronics	47	28,184	16,221	10,000
Machine Tool Processes	40	41,600	15,844	10,400
Welding	13	21,250	16,780	12,896
Electrical Construction	5	14,000	12,472	11,440
Average of Reported Salaries	182	$41,600	$15,670	$9,900
HEALTH AND MEDICAL SERVICE MAJORS				
Alcohol Counseling	4	$22,000	$18,750	$14,000
Dental Assistant	17	14,768	12,836	11,440
Dental Hygiene	18	22,880	20,094	16,500
Emergency Health Care	15	20,000	17,400	15,000
Interpretor/Tutor	3	12,000	7,491	4,473
Medical Assistant	7	11,800	11,091	10,000
Medical Lab Technician	4	16,000	13,150	12,000
Medical Records Technician	5	13,260	11,972	10,500
Medical Transcriptionist	1	11,300	11,300	11,300
Medical Health/Human Services	4	25,000	16,875	13,500
Nursing (ADN)	124	24,960	17,280	13,000
Occupational Therapy Assistant	5	14,000	11,560	9,800
Practical Nursing	47	20,000	12,884	9,000
Physical Therapy Assistant	11	21,600	12,890	10,000
Respiratory Therapist	11	17,000	15,382	14,000
Radiologic Technology (X-Ray)	14	28,000	17,028	15,000
Surgical Technology	8	18,300	14,698	9,600
Average of Reported Salaries	289	$28,000	$17,420	$4,473
General Associate Degree	3	$18,681	$16,220	$12,480
Average of all Reported Salaries from All Majors	739	$41,600	$16,277	$4,473

DIVISION OF COMMUNITY EDUCATION

More than 400 different titled courses were offered during the 1984-1985 academic year for a total of 19,136 registrations. Continuing this year were "one-night specials." More than 1,600 students registered for these mini-workshops.

In addition to day school programs, the Institute/College System offers degree and diploma programs, adult education, and apprentice courses through the Division of Community Education—primarily in the evening—at all locations. Courses are designed to meet the needs of adults who wish to improve their skills, learn an avocation, or work toward a degree while employed. A service for business and industry is industrial training either on campus or on site, whichever is more convenient for those involved.

Typical course include:

Accounting
Air Conditioning/Refrigeration
Automotive Mechanics
Banking
Building Construction
Business Law
Chemistry
Communications Skills
Drafting
Dynamics of Organ. Behavior
Economics
Electronics
Electricity
English
Industrial Supervision
Intro. to Business
Intro. to Computer Technology
Machine Tool Processes
Management
Marketing
Mathematics
Photography
Physics
Psychology
Quality Control
Real Estate
Small Business Mgmt.
Small Engine Repair
Social Sciences
Sociology
Statistics
Supervision
Typing
Welding
Word Processing

Also offered are some enrichment courses in crafts, hobbies and semi-vocational subjects such as Bartending, Bicycle Maintenance, Cake Decorating, Chair Caning, Conversational French, Oriental Cooking, Furniture Making, History, Interior Decorating, Landscaping, Painting, Stained Glass and Upholstering.

DIVISION OF COMMUNITY EDUCATION

In addition to its traditional day programs, the Department offers a wide variety of Degree, Diploma, Certificate, Adult Education and Apprentice Programs through its Divisions of Community Education (DCE). Courses are designed to meet the needs of the communities each institution serves. Programs are available for the working adult who seeks to earn a degree, upgrade individual skills or partake of avocational instruction. Companies within the service area of each institution find a willingness to develop specialized instruction to meet the needs of existing, new and/or expanding industries. Companies and individuals are encouraged to contact their nearest institution to receive more information.

DEGREE PROGRAMS

CONCORD – Technical Institute
- Business Administration
- Business Administration – Banking & Finance Major
- Computer Information Systems
- Electronic Engineering Technology
- General Associate in Science
- Human Services/Alcohol Counseling
- Human Services/Mental Health
- Mechanical Engineering Technology
- Nursing

LACONIA VTC
- Business Management
- Fire Protection
- General Associate in Applied Science

NASHUA VTC
- Accounting
- Business Management
- Electromechanical Drafting (CAD)
- Electronic/Mechanical Technology (Robotics)
- General Associate of Applied Science
- Industrial Electronics
- Industrial Supervision
- Marketing Management
- Production Management
- Quality Control

BERLIN VTC
- Programs under development

CLAREMENT VTC
- Programs under development

MANCHESTER VTC
- Building Construction Technology
- Commercial Design & Illustration
- General Associate in Applied Science
- Quality Assurance
- Industrial Supervision
- Drafting Technology
- Heating, Ventilation & Air Conditioning
- Health Care Unit Clerk/Coordinator
- Industrial Electronics
- Medical Office Assistant
- Nursing (ADN)
- Technical Office Assistant

STRATHAM VTC
- Accounting
- Automotive Technology
- Electromechanical Drafting (CAD)
- Industrial Electronics
- Industrial Management
- Machine Tool Processes
- Secretarial Science

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CERTIFICATE PROGRAMS

CONCORD — Technical Institute
- Alcohol Counseling
- Management

BERLIN VTC
- Food Service
- Supervisory Practices

CLAREMONT VTC
- Interpreter Tutor

LACONIA VTC
- Accounting
- Apprentice Electrician
- Business Management
- Industrial Electronics
- Machine Shop Trades
- Nursing Assistant
- Secretarial Science

NASHUA VTC
- Accounting
- Computer Aided Drafting
- Digital Systems Technology
- Electronic Technician
- Industrial Supervision
- Optics Inspection
- Printed Circuit Design
- Small Business Management
- Word Processing Operator

STRATHAM VTC
- Accounting
- Automotive Technology
- Business Administration
- Computer Technology
- Electrical Wiring
- Industrial Electronics
- Industrial Management
- Machine Tool Processes
- Welding Technology

MANCHESTER
- Air Conditioning & Refrigeration
- Architectural Drafting
- Automotive Technology
- Building Construction
- Building Maintenance
- Business Management
- Commercial Design & Illustration
- Computer Aided Drafting (CAD)
- Construction Supervisory Training
- Data Processing
- Electronic Technician
- Fitness Technician
- Health Care Management
- Heating Services
- Industrial Electricity
- Interior Design
- Machine Tool Processes
- Medical Office Assistant
- Nursing (LPN)
- Small Engines
- Solar Technology
- Technical Office Assistant
- Welding Technology
- Word Processing

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TABLE X

EMPLOYERS WHO INTERVIEWED 1985 GRADUATES

*** = Employers who made offers to or who actually hired graduates.**

NAME	STREET	CITY	ST	ZIP
3M CORPORATION *		CALIFORNIA		
A&B ELECTRONICS CO., INC *	219 WILLOW STREET	BERLIN	NH	03570
ACHIEVEMENT CENTER		MANCHESTER	NH	03103
ADE CORP.	77 ROWE STREET	NEWTON	MA	01821
ADVANCED MARINE ENTERPRISES	ROUTE 1	PORTSMOUTH	NH	03801
ADVANCED CIRCUIT TECHNOLOGY *	NORTHEASTERN BLVD	NASHUA	NH	03062
AEROTRONIC ASSOCIATES INC.	RIVERSIDE DRIVE	CONTOOCOOK	NH	03229
AIR CARE CLIMATE CONTROL	91 SHEEP DAVIS ROAD	CONCORD	NH	03301
AIR DESIGN *	472 AMHERST STREET	NASHUA	NH	03060
ALICE PECK DAY HOSPITAL	125 MASCOMA STREET	LEBANON	NH	03766
ALLAN SWANSON *		NASHUA	NH	03060
ALLEN-MELLO CONTEMP. CHRYSLER	ELM DRIVE	MILFORD	NH	03055
ALLIED ELECT. & ENGNRNG. *	STONEY BROOK ROAD	LEBANON	NH	03766
ALPHINE MACHINE CO., INC. *	GOEBEL STREET	BERLIN	NH	03570
AMERICAN AMBULANCE *	PO BOX 7077	LOUDON	NH	03301
AMERICAN CYRO-TECH *		PELHAM	NH	03706
AMERICAN DATA INC.	RT. 3	MERRIMACK	NH	03054
AMESBURY HOSPITAL	MORRILL PLACE	AMESBURY	MA	01913
AMESBURY MEG. CO. INC.	157 BATCHELDAR ROAD	SEABROOK	NH	03873
ANDERSON NICHOLS	6 LOUDON ROAD	CONCORD	NH	03301
ANDROSCOGGIN VALLEY HOSPITAL *	59 PAGE HILL ROAD	BERLIN	NH	03570
APPOLLO COMPUTER	15 ELIZABETH DRIVE	CHELMSFORD	MA	01834
APOLLO COMPUTERS	BOX 2090	SEABROOK	NH	03874
APOLLO COMPUTERS		EXETER	NH	03833
ARC ELECTROSPRAY	16 BUNKERHILL ROAD	AUBURN	NH	03032
ARC WAY WELDING		HAMPTON	NH	03842
ARLINGTON AMERICAN SAMPLE CO. *	20 SOUTH MAIN STREET	NEWPORT	NH	03773
ARMSTRONG AMBULANCE	12 BRATTLE COURT	ARLINGTON	MA	02174
ARMSTRONG GRAPHICS *	60 RANGE ROAD	WINDHAM	NH	03087
ARTHAUS CONSTRUCTION CO. *	6 BOSTON ROAD	LONDONDERRY	NH	03053
ASHWOOD HOMES, INC. *	4 PROSPECT AVENUE	NASHUA	NH	03060
AT&T DIV. OF INFORM. SYSTEMS	100-T SOUTHGATE PARKWAY	MORRISTOWN	NJ	07960
AT&T TECHNOLOGIES	1600 OSGOOD STREET	N. ANDOVER	MA	01845
AUTO MALL	PUTNEY ROAD	BRATTLEBORO	VT	05301
B.G. MILLER ENGINEERING *	WATER STREET	CONCORD	NH	03301
B.M.E. ENGINEERING	PO BOX 849	GEORGETOWN	MA	01833
BABIN WELDING *	2020 SOUTH WILLOW STREET	MANCHESTER	NH	03103
BALSAM'S HOTEL *		DIXVIL NOTCH	NH	03576
BANK'S CHEVROLET/CADILLAC	137 MANCHESTER STREET	CONCORD	NH	03301
BANK EAST	FORT EDDY PLAZA	CONCORD	NH	03301
BANK EAST	340 COMMERCIAL STREET	MANCHESTER	NH	03102
BANKEAST MORTGAGE CORP. *	1138 ELM STREET	MANCHESTER	NH	03103
BASKETVILLE INC. *	MAIN STREET	PUTNEY	VT	05346
BEARINGS, INCORPORATED	649 EAST INDUSTRIAL DR	MANCHESTER	NH	03102
BEDFORD NURSING HOME *	490 DONALD STREET	BEDFORD	NH	03102
BEECH HILL HOSPITAL	BEECH HILL	DUBLIN	NH	03444
BELKNAP DENTAL ASSOCIATES	125 WASHINGTON STREET	DOVER	NH	03820
BELMONT VW	270 TRAPELO ROAD	BELMONT	MA	02178
BENCHMARK INDUSTRIES INCORPORATED	540 NORTH COMMERCIAL STREET	MANCHESTER	NH	03102
BENSON'S WOODWORKING	PRATT ROAD	CNTR ALSTEAD	NH	03602
BERLIN CITY FORD *	BERLIN-GORHAM ROAD	BERLIN	NH	03570
BERLIN EMERGENCY MEDICAL INC *	MASON STREET	BERLIN	NH	03570
BERLIN FOUNDRY & MACHINERY *	GOEBEL STREET	BERLIN	NH	03570
BEYER/LaROCHE, DR. WERNER	8 REED STREET	HUDSON	NH	03051
BI-STATE BUILDERS, INC.	74 EXETER STREET	NEWMARKET	NH	03857
BIG RED Q		RUTLAND	VT	05701

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BILLERICA REGIONAL HEALTH CENTER	TREBLE CARE ROAD	BILLERICA	MA 01821
BIRCH TREE ASSOCIATES	2 STEAM MILL COURT	CONCORD	NH 03301
BLUE CROSS/BLUE SHIELD	2 PILLSBURY STREET	CONCORD	NH 03301
BLUSHING ROSE *	455 AMHERST STREET	NASHUA	NH 03063
BOB APPLIANCE CENTER *		MANCHESTER	NH 03101
BOB'S VARIETY *	71 HILLSIDE AVENUE	BERLIN	NH 03750
BON SECOURS HOSPITAL	70 EAST STREET	METHUEN	MA 01844
BONNEAU'S REAL ESTATE *		TROY	VT 05868
BOOS, DR. *	103 CLIFF CROSSING ROAD	SALEM	NH 03079
BOURQUE DATSUN *	1000 SECOND STREET	MANCHESTER	NH 03102
BRADLEE'S *	NASHUA MALL	NASHUA	NH 03063
BRADY FORD	ROUTE 16	PORTSMOUTH	NH 03801
BRANDON TRAINING SCHOOL *		BRANDON	VT 05733
BRAZONICS	HAVERHILL ROAD	AMESBURY	MA 01913
BRISTON MANOR NURSING HOME *	RIDGEWOOD ROAD	BEDFORD	NH 03102
BULDUC, DR. RAYMOND	314 CHESTER ROAD	BEDFORD	NH 03102
BURKE, DR. JOHN, DMD	LONDONDERRY PROF. CENTER	LONDONDERRY	NH 03053
BURLINGTON MEDICAL CENTER *		BURLINGTON	VT 05401
BYTE MAGAZINE *	70 MAIN ST.	PETERBOROUGH	NH 03458
C&C APPLIANCES *		MILFORD	NH 03055
C. CONSTRUCTION *		WINDHAM	NH 03087
CALDER'S *		CONCORD	NH 03301
CALDWELL, DR. STEPHEN	30 PINKERTON STREET	DERRY	NH 03038
CALLAHAN & ROYCE *	268 BROADWAY	LAWRENCE	MA 01840
CAMPUS BOOKSTORE *	P O BOX 4987	BEDFORD	NH 03102
CAPITOL CASH REGISTER *	128 AIRPORT ROAD	CONCORD	NH 03301
CAPITOL CITY MOTORS *		CONCORD	NH 03301
CAPITOL FIRE PROTECTION CO., INC. *	99 LUND ROAD	LOUDON	NH 03860
CARBONE HOMES *	76 NORTHEASTERN BLVD	NASHUA	NH 03062
CAREER CONNECTIONS	193 N. MAIN STREET	CONCORD	NH 03301
CARR, PLODZIK & SANDERSON CPA	14 SOUTH STREET	CONCORD	NH 03301
CASTALDO, DR. MARGARET, DMD	686 NORTH MAIN STREET	BROCKTON	MA 02401
CATHOLIC CHARITIES	100 McGREGOR STREET	MANCHESTER	NH 03102
CATHOLIC MEDICAL CENTER	ALDRICH ROAD	WESTMORELAND	NH 03467
CEDARCREST *	RTE 126	OHR BARNSTEAD	NH 03218
CENTER BARNSTEAD FIRE DEPT		BARRE	VT 05641
CENTRAL VERMONT HOSPITAL *	ROUTE 111	HUDSON	NH 03051
CENTRONICS *	1 WALL STREET	HUDSON	NH 03051
CENTRONICS DATA COMPUTER CORP	40 PLEASANT STREET	PORTSMOUTH	NH 03801
CHABIN, DR. ROBERT		GORHAM	NH 03581
CHARLIE'S RESTAURANT *		CHELMSFORD	MA 01824
CHELMSFORD HIGH SCHOOL	580 COURT STREET	KEENE	NH 03431
CHESHIRE HOSPITAL	3 EAST SOUTH STREET	HANOVER	NH 03755
CHIPS COMPUTER CENTER *	BURLINGTON SQUARE	BURLINGTON	VT 05401
CHITTENDEN BANK	50 DERRY STREET	HUDSON/LOWELL	MA 01853
CHRIST, DR. ROBERT	P O BOX 477	CONCORD	NH 03301
CHRISTIAN MUTUAL LIFE INSUR. CO.	161 EASTERN AVENUE	ROCHESTER	NH 03867
CHRUSZ, DR. MARK	ONE GRANITE PLACE	CONCORD	NH 03301
CHUBB LIFE/AMERICA	SO. WILLOW STREET	MANCHESTER	NH 03102
CHUCK E CHEESE	MAIN STREET	BERLIN	NH 03570
CHUCK'S AUTO REPAIR *	DUMMER STREET	CLAREMONT	NH 03743
CLAREMONT FAMILY PHYSICIANS *	165 BROAD STREET	CLAREMONT	NH 03743
CLAREMONT SUPERVISORY UNION *	44 MAIN STREET	PLYMOUTH	NH 03264
CLIFFORD-McCOL	184 N. BROADWAY	SALEM	NH 03079
CLIMATE AIR *	CLARK ROAD	WOLFEBORO	NH 03894
CLIPPER HOME	D.W. HIGHWAY	NASHUA	NH 03060
CLYDE-GARFIELD OLDS/CADILLAC *	RFD #3 RTE 3A	BOW	NH 03301
CMC TECH	RT. 3	HOOKSETT	NH 03106
COASTAL SPECIALITY FOREST PROD.	109% S. STATE STREET	CONCORD	NH 03301
COLE'S TV	CORLISS LANE	COLEBROOK	NH 03576
COLEBROOK HOSPITAL *	10 MARMON DRIVE	NASHUA	NH 03060
COLONIAL IMPORTS	OLD ROAD	PORTSMOUTH	NH 03801
COMBUSTION ENGINEERING, INC.	19 HAMPSHIRE ROAD	METHUEN	MA 01844
COMMERCIAL TRUCK LEASE CORP. *	UNION AVENUE	LACONIA	NH 03246
COMMUNITY TV *	200 BALLARDVALE ROAD	WILMINGTON	MA 01887
COMPUGRAPHIC CORPORATION	1525 SO. WILLOW STREET	MANCHESTER	NH 03103
COMPUTER CITY	44 WARREN STREET	CONCORD	NH 03301
CONCORD FIRE DEPT.	250 PLEASANT STREET	CONCORD	NH 03301
CONCORD HOSPITAL *			

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CONCORD LUMBER *	92 OLD TURNPIKE ROAD	CONCORD	NH 03301
CONCORD NATIONAL BANK	LOW AVENUE	CONCORD	NH 03301
CONCORD NATURAL GAS COMPANY	66 NORTH MAIN STREET	CONCORD	NH 03301
CONSULTANTS AND DESIGNERS	ROUTE 125, PLAISTOW RD	PLAISTOW	NH 03865
CONTINENTAL FIELD SER CORP. *	RT2 BOX 219 WESTWOOD RD	TILTON	NH 03276
COOS COUNTY NURSING HOME *	CATES HILL ROAD	BERLIN	NH 03570
CORSO ELECTRIC *	RT 236 RR 2 BOX 219A	KITTERY	ME 03904
COSTA TOOL & GLASS CORP. *	96 SUMMER STREET	CLAREMONT	NH 03743
COTE ELECTRIC	SWIFTWATER ROAD	GOFFSTOWN	NH 03045
COTTAGE HOSPITAL *		WOODSVILLE	NH 03785
COUNTRY VLLG HEALTH CARE CTR *	COURT STREET	LANCASTER	NH 03584
COUNTRY WAY RETIREMENT CNTR *	CIRCLE DRIVE	KEENE	NH 03431
COURET, DR.	ETNA ROAD	MERRIMACK	NH 03054
CREARE	55 PLEASANT STREET	HANOVER	NH 03755
CREDIT BUREAU SERV. OF NHVT *	85 MECHANIC STREET	CLAREMONT	NH 03743
CREONICS INC. *	339 WASHINGTON STREET	LEBANON	NH 03766
CREST BUICK *	955 SOUTH MAMMOTH ROAD	WOBURN	MA 01801
CRIRON COUNTER TOP	GLEN AVENUE	MANCHESTER	NH 03102
CROSS MACHINE		BERLIN	NH 03570
CUMMER CAR DEALERSHIP *	1 W. BROADWAY	GORHAM	NH 03581
D & J AUTO *	RT. 102	DERRY	NH 03038
D'S AUTO BODY *		HUDSON	NH 03051
DAMON	ROUTE 5	WEST RUTLAND	VT 05777
DALES HOMES INC. *	1189 HOOKSETT ROAD	WHITE RIVER JCT	VT 05001
DAN LEVINE PROF. ENGINEERING	40 COMMERCIAL STREET	HOOKSET	NH 03106
DANIELS PRINTING CO. *	GRENIER FIELD	EVERETT	MA 02149
DARLING AUTO REPAIR	LYME ROAD	MANCHESTER	NH 03103
DARTMOUTH PRINTING *	BEDFORD FARMS	HANOVER	NH 03577
DATA GENERAL	RTE 77	BEDFORD	NH 03102
DAVCO, INC.	RT. 106	WEARE	NH 03281
DAVES WELDING *		BOW	NH 03301
DAVIDSON RUBBER CO.	INDUSTRIAL PARK	FARMINGTON	NH 03835
DAVIDSON RUBBER CO.		DOVER	NH 03820
DB WILSON COMPANY	80 DANIEL STREET	RANDOLPH	VT
DEPT. OF THE NAVY (NAVY YARD)	131 EAST BROADWAY	PORTSMOUTH	NH 03801
DERRY FIRE DEPT.	46 W. BROADWAY	DERRY	NH 03038
DERRY NEWS	FORDWAY STREET	DERRY	NH 03038
DERRY WASTEWATER TREATMENT PLANT *	310 N. MAIN STREET	DERRY	NH 03038
DICK POULIN CHEVROLET	ISLAND POND ROAD	ROCHESTER	NH 03867
DICK'S TURNPIKE MOBIL	3 SAGAMORE ROAD	MANCHESTER	NH 03101
DIGGINS & ROSE *	55 NORTHEASTERN BLVD	HUDSON	NH 03051
DIGITAL *	CONTINENTAL BLVD.	NASHUA	NH 03060
DIGITAL EQUIPMENT CORP.	4 SEASONS BLDG. PALMER DR	MERRIMACK	NH 03054
DIMENSIONS THREE	238 CENTRAL STREET	NASHUA	NH 03060
DION, ERNEST & CO. *		HUDSON	NH 03051
DIONE ELECTRIC *	1250 SO. WILLOW STREET	MEREDITH	NH 03253
DOBLES CHEVROLET *		MANCHESTER	NH 03103
DODGEVAIN ENGINEERING *	292 OLD DOVER ROAD	BROOKLINE	MA 02146
DOVER RUBBOELECTRONICS	PLAZA DRIVE	ROCHESTER	NH 03867
DOVER HOUSE HEALTH CARE	DOCTOR'S PARK	DOVER	NH 03820
DOVER PEDIATRICS		DOVER	NH 03820
DRS. EDWARDS & DELAIR	33 BROAD STREET	STOCKBRIDGE	MA 01262
DRS. FITE, KELLY & DEACH	RTE 28	NASHUA	NH 03060
DRS. MEEHAN & VEGA	706 LAKE AVENUE	SUNCOOK	NH 03275
DRS. SHERWIN, WACKMAN, WACHES	50 DRUM HILL ROAD	MANCHESTER	NH 03102
DRUM HILL SUNOCO *	PARK SQUARE	CHELMSFORD	MA 01824
DUDY'S INC. *	PRECISION PARK	WOODSVILLE	NH 03785
DUFFERIN-HENRY ENG. CORP	19 SULLIVAN STREET	N. SPRINGFIELD	VT 05150
EAGLE TIMES		CLAREMONT	NH 03743
EAGLE TRIBUNE PRINTING	FOREST ROAD	NO. ANDOVER	MA 01845
EAST COAST STEEL ERECTORS INC.	CLINTON STREET	GREENFIELD	NH 03047
EASTERN ANALYTICAL INC. *	145 NO. WASHINGTON ST	CONCORD	NH 03301
EASTERN FOOD FACILITIES ASSOC.	27 HALL AVENUE	BOSTON	MA 02136
ECHTERNACH, DR. JOHN S.	DOVER POINT ROAD	HENNIKER	NH 03242
ED BYRNES CHEVROLET	920 SOUTH STREET	DOVER	NH 03820
EDGEWOOD MANOR	250 BEDFORD STREET	PORTSMOUTH	NH 03801
ELI & BESSIE COHEN FOUNDATION *	955 AUBURN STREET	MANCHESTER	NH 03101
ELLIOT HOSPITAL *		MANCHESTER	NH 03103

EMERSON HOSPITAL	19 HARVEY ROAD	CONCORD	NH 03301
EMI INCORPORATYED	12 COTTON ROAD	BEDFORD	NH 03102
ENCODE TECHNOLOGY *	ROUTE 5, SOUTH STREET	NASHUA	NH 03063
ENERTECH CORP. *	ONE GROVE AVENUE	NORWICH	VT 05055
ENTERPRISE SYSTEMS CORP.		DOVER	NH 03820
EPE CORPORATION	131 COURT STREET	MANCHESTER	NH 03101
EQUITY PRINTING	10 BUZZELL AVENUE	ORFORD	NH 03777
EXETER HEALTH CARE	665 CONCORD STREET	EXETER	NH 03833
EXETER HOSPITAL *	476 AMHERST STREET	EXETER	NH 03833
F.S. PAYNE CO. *	133 WESTERN AVENUE	CAMBRIDGE	MA 01742
FAB-RAZE *	BROAD CREEK ROAD	NASHUA	NH 03063
FAIRCHILD	8 UNION STREET	S. PORTLAND	ME 04106
FAIRFAX HARBOR *	HEATER ROAD	NEW BERN	NC 28560
FAMILY FINANCIAL COUNCL SERV	MEADOWS LANE	CONCORD	NH 03301
FAMILY HEALTH CENTER *	74 SOUTH MAIN STREET	LEBANON	NH 03766
FAMILY PRACTICE ASSOCIATION	235 HANOVER STREET	KENNEBUNK	ME 04033
FARINA, DR. RICHARD	LEDGE STREET	ROCHESTER	NH 03867
FARNUM CENTER		MANCHESTER	NH 03102
FASFAX	315 WILSON STREET	NASHUA	NH 03060
FAY'S BOATYARD	48 NORTH BROADWAY	GILFORD	NH 03246
FELTON BRUSH	40 SIMON STREET	MANCHESTER	NH 03103
FERRAIOLO, DR. JAMES M.	ELM STREET NH PLAZA	SALEM	NH 03079
FERROFLUIDICS CORP.	106 SO. RIVER ROAD	NASHUA	NH 03063
FIRST NEW HAMPSHIRE BANKS		MANCHESTER	NH 03102
FIRST NEW HAMPSHIRE BANKS *	RT. 2	BEDFORD	NH 03102
FITCHBURG HVAC *	RT. 3	FITCHBURG	MA 01420
FITZGERALD AMC/JEEP-RENAULT	1215 N. BEAVER STREET	LACONIA	NH 03246
FITZGERALD'S AUTO SHOWCASE *	35 LAKE STREET	LACONIA	NH 03246
FLAGSTAFF MEDICAL CENTER *		FLAGSTAFF	AZ 86001
FLASH TECHNOLOGY *	1631 ELM STREET	NASHUA	NH 03060
EMC *	CENTRAL AVENUE	WELLSLEY	MA 02181
FRANK YANCO *	AIKEN AVENUE	MANCHESTER	NH 03103
FRANKLIN HOUSE OF PIZZA *	RT. 41	FRANKLIN	NH 03235
FRANKLIN REGIONAL HOSPITAL	5 FLETCHER STREET	FRANKLIN	NH 03235
FREEDOM FORD *	WHITEHALL ROAD	BROOKVILLE	FL 33512
FRIENDLY'S *	WHITEHALL ROAD	CHELMSFORD	MA 01824
FRISBIE MEMORIAL HOSPITAL *	32 SUNSET DRIVE	ROCHESTER	NH 03867
FRISBIE MEM. HOSP AMBUL SERV	53 MAIN STREET	ROCHESTER	NH 03867
GAGE CONSTRUCTION COMPANY *		GREENLAND	NH 03801
GALLUS & GREEN REALTORS *	274 AMHERST STREET	BERLIN	NH 03570
GASS ELECTRIC *	7 SHATTUCK ROAD	SAUGUS	MA 01906
GATEWAY MOTORS	10 ELIZABETH DRIVE	NASHUA	NH 03060
GCA/IC SYSTEMS GROUP	ESSEX CENTER DRIVE	ANDOVER	MA 01810
GCS CORPORATION *	4 TOWNSEND WEST	CHELMSFORD	MA 01824
GENERAL ACCIDENT INSURANCE	100 PLASTICS AVENUE	PEABODY	MA 01960
GENERAL DIAGNOSTICS INC. *	1100 WESTER AVENUE	NASHUA	NH 03060
GENERAL ELECTRIC	D.W. HIGHWAY	PITTSFIELD	MA 01201
GENERAL ELECTRIC		LYNN	MA 01905
GENERAL ELECTRIC	13 DARTMOUTH COLLEGE HWY	N. HOOKSETT	NH 03106
GENERAL ELECTRIC		BURLINGTON	VT 05401
GEOGRAPHIC DATA TECHNOLOGY *	1245 ELM STREET	LYME	NH 03768
GEORGETOWN UNIV MEDICAL CNTR	RAILROAD AVENUE	WASHINGTON	DC 22201
GERBER DENTAL CENTER	11 PEABODY ROAD	MANCHESTER	NH 03103
GERRITY BUILDING CENTER	13 PEABODY ROAD	MEREDITH	NH 03253
GERWECK, DR. CATHERINE C.	PORTSMOUTH AVENUE	DERRY	NH 03032
GERWECK, DR. JAMES G.	2 IND DR CLEMENT IND PK	DERRY	NH 03032
GIL'S FOREIGN CARS, INC.	RFD 8 CHERRY VALLEY ROAD	STRATHAM	NH 03885
GILBERT COLOR SYSTEMS, INC. *	70 OAKWOOD DRIVE	HUDSON	NH 03051
GILFORD FIRE DEPT. *		GILFORD	NH 03246
GLASTONBURY ENGRAVING CO INC. *	184 CHESTNUT STREET	GLASTONBURY	CT 06033
GLENDALE MARINA *	700 LAKE AVENUE	GLENDALE	NH 03246
GLOVER MEMORIAL HOSPITAL	157 MAIN DUSTABLE ROAD	NEEDHAM	MA 02192
GOLD, DR. ROBERT	ROUTE 104	MANCHESTER	NH 03101
GOLDBERG, DR. ELLIOT	ROUTE 104	NASHUA	NH 03062
GOLDENVIEW HEALTH CARE		MEREDITH	NH 03253
GOLDENVIEW NURSING HOME *	12 HIDEENFIELD ROAD	MEREDITH	NH 03253
GOODALL-SANFORD HOSPITAS AMBUL		SPRINGVALE	ME 04083
GOULD INC.		ANDOVER	MA 01810

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GOVE ELECTRIC *	GOVE DRIVE	LACONIA	NH	03246
GRAFTON COUNTY HOME		N. HAVERHILL	NH	03774
GRANITE STATE PACKING	163 HANCOCK STREET	MANCHESTER	NH	03102
GRAPPONE MOTORS	RTE 3A BOW JCT	CONCORD	NH	03301
GRAVEL, DR. WARD F.	THE COMMONS	MERRIMACK	NH	03054
GRAYBAR ELECTRIC *	49 HOLLIS AVENUE	MANCHESTER	NH	03104
GREENBRIAR HEALTHCARE *	55 MARNS ROAD	NASHUA	NH	03060
GREENBRIAR TERRACE HLTH CARE *	55 HARRIS ROAD	NASHUA	NH	03
GSCHWIN MACHINE *	6 TINKHAM AVENUE	DERRY	NH	[illegible]
GULFPORT SHOPPING MALL *		S. PASEDENA	FL	33707
H.D. GOODALL HOSPITAL	JUNE STREET	SANFORD	ME	04073
H.R. GRAPHICS		EVERETT	MA	02149
HAGGETTS SPORT SHOP	24 SOUTH MAIN STREET	CONCORD	NH	03301
HALE MUNICIPAL HOSPITAL	LINCOLN AVENUE	HAVERHILL	MA	01830
HAMPSHIRE MANUFACTURING	FACTORY STREET	NASHUA	NH	03060
HAMPSHIRE MFG. COMPANY *	95 McGREGOR STREET	MANCHESTER	NH	03102
HAMPSTEAD HOSPITAL	EAST ROAD	HAMPSTEAD	NH	03841
HANCOCK MOTORS *		HANCOCK	NH	03449
HANCOCK INSURANCE COMPANY	RTE 3 EXECUTIVE PARK	BEDFORD	NH	03102
HANOVER TERRACE HEALTHCARE *	LYME ROAD	HANOVER	NH	03755
HARRINGTON MEMORIAL HOSPITAL	100 SOUTH STREET	NASHUA	NH	03060
HARRIS CORP.	24 SIMON STREET	NASHUA	NH	03060
HARRIS GRAPHICS	121 BROADWAY	DOVER	NH	03820
HARTFORD-EICHENAUER, INC.	PO BOX 47	NEWPORT	NH	03773
HASTECH INC.	670 N. COMMERCIAL STREET	MANCHESTER	NH	03101
HAUSRATH, DR. D.H., INC.	242 LA PALA DRIVE	SAN JOSE	CA	95112
HAVENWOOD NURSING HOME *	33 CHRISTIAN AVENUE	CONCORD	NH	03301
HAVERHILL GAS & LIGHT	BROCKTON AVENUE	HAVERHILL	MA	01830
HEALTH CARE CENTER *		NEW PORT	VT	
HEALTH MAINTENANCE ORGANIZ.		BEDFORD	NH	03102
HEATHDELLE		MEREDITH	NH	03253
HELCO ELECTRIC *				
HENSCHEL CORP.	9 HOYD DRIVE	NEWBURYPORT	MA	01950
HIGH WATCH LEARNING CENTER *		EFFINGHAM FALLS	NH	
HILLSBORO HOUSE NURSING HOME *	SCHOOL STREET	HILLSBORO	NH	03244
HILLSBOROUGH CNTY NURS. HOME *	MAST ROAD RR2	GOFFSTOWN	NH	03045
HISRCH, DR. ALLEN		HANOVER	NH	03755
HITCHINER MANUFACTURING CO. *	ELM STREET	AMHERST	NH	03055
HOLDEN ENGINEERING *	214 SOUTH MAIN STREET	CONCORD	NH	03301
HOLIDAY ENGINEERING *	FEDERAL HILL ROAD	MILFORD	NH	03055
HOLSON COMPANY *	TWISTBACK ROAD	CLAREMONT	NH	03743
HOME BANK *	133 PLEASANT STREET	BERLIN	NH	03570
HOME FOR THE ELDERLY *		GLENCLIFF	NH	03238
HOME HEALTH SERVICES	3 LAKEMOUNT DRIVE	NEWPORT	NH	05855
HOOD ELECTRIC	7 MYRTLE STREET	SOMERSWORTH	NH	03878
HOOKSET TREATMENT PLANT *		HOOKSETT	NH	03106
HOPKINTON PAVING CO. *	PINE STREET	CONTOOCOOK	NH	03229
HORSE FEATHERS *	ROUTE 16	NO. CONWAY	NH	03860
HOUSE OF WHITE BIRCHES	FOLLY MILL ROAD	SEABROOK	NH	03874
HOVRICZ, DR. A.J.	ELM STREET	ANTRIM	NH	03440
HOWARD BANK	MAIN STREET	BURLINGTON	VT	05401
HOWARD JOHNSON'S *	25 WATER STREET	CONCORD	NH	03301
HUGGINS HOSPITAL *	SO. AMIN STREET RFD 1	WOLFEBORO	NH	03894
HUSSMAN *	203 INDUSTRIAL AVENUE	LOWELL	MA	01854
IBM		BURLINGTON	VT	05401
IBM *		YORKTOWN HTS.	NY	
IGA SUPERMARKET *	JOHN STARK HIGHWAY	NEWPORT	NH	03773
IMAGE WORKS	10 HANOVER STREET	LEBANON	NH	03766
IMPCO *		NASHUA	NH	03060
INDIAN HEAD BANK *	15 MURPHY DRIVE	NASHUA	NH	03060
INGERSOLL RAND *	150 BURKE STREET	NASHUA	NH	03060
INGERSOLL RAND		NASHUA	NH	03060
INGERSOLL-RAND CO.-IMPCO *	150 BURKE STREET	NASHUA	NH	03060
INTECHOLOGY	26 MAIN STREET	PLAISTOW	NH	03865
INTEGRATED CNTRL CNCPTS, INC *	10 NORTHWOOD EXEC. PARK	AMHERST	NH	03055
INTERNATIONAL PACKING CO.	NEW FOREST ROAD	NORTHFIELD	NH	03235
INTERNATIONAL PACKING CO. *	PO BOX 8 RAGGED MT HWY	BRISTOL	NH	03222
INTERSTATE ELECTRIC *	45 BLAINE STREET	MANCHESTER	NH	03102

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INTERNATIONAL PAPER BOX MCHN CO. *	NORTHEASTERN BLVD.	NASHUA	NH	03062
IONA, DR.	101 ELIZABETH STREET	SHELTON	CT	06484
IPC LIMITED PARTNERSHIP	PO BOX 8	BRISTOL	NH	03222
IROQUOIS COMPANY *		hinesburg	vt	05461
IRWIN MOTORS *	RFD 3	LACONIA	NH	03246
I.L.C. ELECTRIC	RT. 109	MOULTONBORO	NH	03254
J.P. LAROCHELLE O.D.	8 NORTH STATE STREET	CONCORD	NH	03301
JAMES RIVER CORP. *	MAIN STREET	BERLIN	NH	03570
JARVIS CUTTING TOOL INC.	100 JARVIS AVENUE	ROCHESTER	NH	03867
JERRY'S NISSAN/DATSUN *		RUTLAND	VT	
JETCO	286 LOWELL ROAD	HUDSON	NH	03051
JEWELL ELECTRICAL INSTR. *	GRENIER BASE PERIMETER RD	MANCHESTER	NH	03102
JOHNSON ELECTRIC *	209 MAIN STREET	NASHUA	NH	03060
JOHNSON, MIRMIRAM, THOMPSON		SILVER SPRING	MD	20907
JORDAN MARSH *		DURHAM	NH	03824
KALWALL CORP. *	1111 CANDIA ROAD	MANCHESTER	NH	03101
KEENE MEDICAL PRODUCTS, INC. *	MAIN STREET	BERLIN	NH	03570
KELLER ASSOCIATE	102 UNION STREET	MANCHESTER	NH	03101
KEN PETERSON ELECTRIC *		NEWFIELD	NH	03865
KENNEDY BROS ELECTRICAL CONTR *	26 DERRY STREET	HUDSON	NH	03051
KENNESON ELECTRIC *		PLYMOUTH	NH	03264
KEY-LOC HOMES	TURNPIKE ROAD	SUNCOOK	NH	03275
KINGSBURY MACHINE TOOL CORP	80 LAUREL STREET	KEENE	NH	03431
KINGSTON-WARREN CORP.	ROUTE 85	NEWFIELDS	NH	03856
KMON, DR. WILLIAM S.	TWO CAMPBELL STREET	LEBANON	NH	03766
KOLLSMAN *	220 DANIEL WEBSTER HWY	NASHUA	NH	03060
KOLLSMAN INSTRUMENT CO.	220 D.W. HIGHWAY	MERRIMACK	NH	03054
KOLLSMAN INSTRUMENT CO.	8 CAPITAL STREET	NASHUA	NH	03060
L&L AIR CONDITIONING *	108 W HOLLIS	NASHUA	NH	03060
L&R EDION	141 LAFAYETTE SQUARE	HAVERHILL	MA	01830
LAB FOR AUTOMATION		BOW	NH	03301
LABSPHERE *	PO BOX 70	N. SUTTON	NH	03260
LACONIA CLINIC	725 MAIN STREET	LACONIA	NH	03246
LACONIA FIRE EQUIPMENT CO. *	1 BAYVIEW INDUSTRIAL PK	GILFORD	NH	03246
LACONIA PEOPLE'S BANK & TRUST	PO BOX 130	LACONIA	NH	03246
LACONIA SAVINGS BANK	62 PLEASANT STREET	LACONIA	NH	03246
LACONIA STATE SCHOOL	PARADE ROAD	LACONIA	NH	03246
LAD & LAT *		HOOKSETT	NH	03106
LAKES REGION GENERAL HOSPITAL	HIGHLAND STREET	LACONIA	NH	03246
LAURION, DR. RAYMOND	40 WINTER STREET	ROCHESTER	NH	03867
LAW OFFICE OF EARL GAGE *	COLE STREET	BERLIN	NH	03570
LEO CHASE *	124 LAKEVIEW AVENUE	TYNGSBORO	MA	01879
LIBERTY MUTUAL	225 BOOTHWICK AVENUE	PORTSMOUTH	NH	03801
LIBERTY MUTUAL INSURANCE CO. *	22 FIR STREET	MANCHESTER	NH	03101
LIFE PLUS *		NEW LONDON	NH	03257
LIFELINE AMBULANCE SERVICE	DEL CARMINE STREET	WAKEFIELD	MA	01880
LIGHT MACHINE CORP.	669 EAST INDUSTRIAL PARK	MANCHESTER	NH	03103
LIGHTHOUSE PRESS	177 EAST INDUSTRIAL DRIVE	MANCHESTER	NH	03103
LITTLETON HOSPITAL *	COTTAGE STREET	LITTLETON	NH	03561
LOGAN, DR. MAURICE E.	THE LYME ROAD	HANOVER	NH	03755
LONGCHAMPS *	700 HARVEY ROAD	MANCHESTER	NH	03103
LORCO MARINE *		ANDOVER	MA	01810
LOVEJOY TOOL CO. *	133 MAIN STREET	SPRINGFIELD	VT	05156
LOWELL FORD-MERCURY *	733 ROGERS STREET	LOWELL	MA	01852
LOWELL GENERAL HOSPITAL	295 FARNHAM AVENUE	LOWELL	MA	01854
LOWELL SHOE COMPANY *		HUDSON	NH	03051
LeBLANC *		BEDFORD	NH	03102
M/A COM	63 THIRD AVENUE	BURLINGTON	MA	01803
M/A COM		EXETER	NH	03833
M/A COM MICROWAVE CIRCUITS *	WENTWORTH DRIVE	HUDSON	NH	03051
MACY'S SHEET METAL *	260 ASH STREET	BOW	NH	03301
MAHONEY, DR. BRIAN T.	1123 D.W. HIGHWAY	HOOKSETT	NH	03106
MAINE MACHINE PRODUCTS *		SO. PARIS	ME	04281
MAINE MANUFACTURING CO.	46 BRIDGE STREET	NASHUA	NH	03060
MAINE MEDICAL CENTER *	22 BRAMHALL STREET	PORTLAND	ME	04102
MAL TOOL & ENGINEERING CO.	WILSON STREET	SWANZEY	NH	03431
MALARAZZO DESIGN	9 HILLS AVENUE	CONCORD	NH	03301
MAMA'S RESTAURANT *	PLYMOUTH STREET	MEREDITH	NH	03253

MAMMOTH NURSING HOME *	1 MAMMOTH ROAD	MANCHESTER	NH	03103
MANCHESTER COUNTRY CLUB *	180 SOUTH RIVER ROAD	BEDFORD	NH	03102
MANCHESTER GAS COMPANY	1260 ELM STREET	MANCHESTER	NH	03104
MANCHESTER JOURNAL	177 E. INDUSTRIAL DRIVE	MANCHESTER	NH	03101
MANCHESTER MEMORIAL HOSPITAL *	HAYNES STREET	MANCHESTER	CT	06040
MANCHESTER WATER TREATMENT PLANT	BROWN AVENUE	MANCHESTER	NH	03102
MANTER OLDS-PONTIAC	BISSON AVENUE	LACONIA	NH	03246
MAPLE LEAF HEALTH CARE CENTER *	198 PEARL STREET	MANCHESTER	NH	03103
MAPLE LEAF NURSING HOME *	RIVER ROAD	WESTMORELAND	NH	03467
MARBLE MOTORS	LAFAYETTE SQUARE	HAVERHILL	MA	01830
MARDON INDUSTRIES *		LYNDONVILLE	VT	05851
MARINO, DR.	76 ALDES STREET	NASHUA	NH	03060
MARION PRESS *	106 W. HOLLIS STREET	NASHUA	NH	03060
MARKEM *	150 CONGRESS STREET	KEENE	NH	03431
MARSHALL'S GARAGE *	PROSPECT STREET	NASHUA	NH	03060
MARY HITCHCOCK MEMORIAL HOSPITAL *	2 MAYNARD STREET	HANOVER	NH	03755
MASOMA PEDIATRIC GROUP *	PO BOX 27	CANAAN	NH	03741
MASSACHUSETTS GENERAL HOSPITAL	32 FRUIT STREET	BOSTON	MA	02114
MATTHEW-THORNTON HEALTH PLAN, INC. *	251 WEST HOLLIS STREET	NASHUA	NH	03066
MAXFIELD CLINIC	GUILD ROAD	NEWPORT	NH	03773
MBS/REALWORLD	LOUDON ROAD	CONCORD	NH	03301
MCM WELDING TECHNOLOGY *		HAMPTON	NH	03842
MEASEREX	BELMONT STREET	BETHEL	ME	04217
MEMORIAL HOSPITAL *	INTERVALE ROAD	WORCESTER	MA	01606
MEMORIAL HOSPITAL *		NO. CONWAY	NH	03860
MEMORIAL MIDDLE SCHOOL	MAIN STREET	LACONIA	NH	03246
MENTAL HEALTH SERVICES *	RT. 104	SPRINGFIELD	VT	05156
MEREDITH HARLEY DAVIDSON *	14 SOUTH STREET	MEREDITH	NH	03253
MERLINI, DR. MICHAL G., DDS	17 BOWERS STREET	CONCORD	NH	03301
MERRILL'S METAL SHOP *	231 MAIN STREET	NASHUA	NH	03060
METROPOLITAN LIFE	21 CONTINENTAL BLVD.	BERLIN	NH	03570
MIA COM, OMNI SPECTRA *		MERRIMACK	NH	03054
MICROWAVE ASSOCIATES *	ROUTE 130	HUDSON	NH	03051
MIDWAY EXCAVATORS INC.	SOUTH STREET	SO. HAMPTON	NH	03842
MILFORD COOPERATIVE BANK *	41 ELM STREET	MILFORD	NH	03055
MILFORD NURSING HOME *	14 RIVERSIDE DRIVE	MILFORD	NH	03055
MILLPOND GRAPHICS	MAIN STREET	NASHUA	NH	03062
MILTON GARAGE	1190 ELM STREET	MILTON	NH	03851
MINI MICRO BUSINESS SYSTEMS	WOODLAWN AVENUE	MANCHESTER	NH	03102
MITCHELL SECURITY *		ATKINSON	NH	03811
MITRE CORP.	548 DONALD STREET	BEVERLY	MA	01915
MOHAWK TV & APLIANCES *	OLD PRESCOTT HILL ROAD	BEDFORD	NH	03102
MOONEY CONSTRUCTION COMPANY *		BELMONT	NH	03220
MOORE BUSINESS FORMS	275 LOCUST STREET	RUTLAND	VT	05071
MOORE BUSINESS FORMS	TITUS AVENUE	DOVER	NH	03820
MOOSE, JOHN B. CENTER *	649 EAST INDUSTRIAL PARK	MANCHESTER	NH	03103
MOSLEIC COMPANY	235 MYRTLE STREET	MANCHESTER	NH	03103
MOUNT CARMEL NURSING HOME	RTE 302	MANCHESTER	NH	03104
MOUNT WASHINGTON HOTEL	RT. 16	BRETTON WOODS	NH	03575
MOUNTAIN AUTOMOTIVE, INC. *	COUNTRY ROAD	OSSIPEE	NH	03864
MT. ASCUTNEY HOSPITAL *	686 CHESTNUT STREET	WINDSOR	VT	05089
McFARLANE, DR. WALTER J.	194 HIGH STREET	MANCHESTER	NH	03104
McGARR, DR. STEPHEN	20 MAITLAND STREET	BYFIELD	MA	01922
McKERELY NURSING HOME	18 CROSBY STREET	CONCORD	NH	03301
McKERLEY HLTH CARE CNTR INC. *	ELM STREET	MILFORD	NH	03055
McLEOD BROS. ORCHARDS *	NEWPORT SHOPPING PLAZA	MILFORD	NH	03055
McMANUS, DR. RICHARD L.	425 MERRIMACK STREET	NEWPORT	NH	03773
NAIMEN PRESS *	FRANKLIN STREET	LAWRENCE	MA	01843
NASHUA CORPORATION	8 PROSPECT STREET	NASHUA	NH	03060
NASHUA MEMORIAL HOSPITAL	55 WEST STREET	NASHUA	NH	03060
NATIONAL GRANGE	DEARBORN STREET	KEENE	NH	03431
NATIONAL POWER PRODUCTS INC. *	25 NIMBLE HILL ROAD	BELMONT	NH	03220
NESLAB INSTRUMENTS	21 CENTER STREET	NEWINGTON	NH	03801
NEW ENGLAND SLIDE SERVICE	COUNTY ROAD	RUTLAND	VT	05701
NEW LONDON HOSPITAL *	4 BEDFORD FARMS	NEW LONDON	NH	03257
NEW YORK LIFE INSUR. CO. *	35-B MAIN STREET	BEDFORD	NH	03102
NEWPORT AREA HOME HEALTH AGENCY *	NORTH MAIN STREET	NEWPORT	NH	03773
NEWPORT HIGH SCHOOL *		NEWPORT	NH	03773
NEWPORT HOSPITAL		NEWPORT	RI	02840

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NEWPORT HOSPITAL *	167 SUMMER STREET	NEWPORT	NH	03773
NH BALL BEARINGS *	RT. 202	PETERBOROUGH	NH	03458
NH COLLEGE	2500 RIVER ROAD	MANCHESTER	NH	03101
NH DEPT. OF REVENUE ADMINIS.	61 SOUTH SPRING STREET	CONCORD	NH	03301
NH DEPT. OF SAFETY *		CONCORD	NH	03301
NH HOSPITAL ASSOCIATION	125 AIRPORT ROAD	CONCORD	NH	03301
NH INSURANCE GROUP	1750 ELM STREET	MANCHESTER	NH	03104
NH OFFICE OF INFORMATION SERV.	HAZEN DRIVE	CONCORD	NH	03301
NH STATE HOSPITAL	105 PLEASANT STREET	CONCORD	NH	03301
NH STATE POLICE		CONCORD	NH	03301
NH TECHNICAL INSTITUTE	INSTITUTE DRIVE	CONCORD	NH	03301
NH VETERAN'S HOMEW	THE HIGHLANDS	TILTON	NH	03276
NH YANKEE	SEABROOK STATION	SEABROOK	NH	03874
NH YOUTH DEVELOPMENT CENTER	NORTH RIVER ROAD	MANCHESTER	NH	03102
NO. COUNTY MENTAL HEALTH SERV. *	COLBY STREET	COLEBROOK	NH	03576
NO. COUNTRY REHAB CENTER	MAIN STREET	FRANCONIA	NH	03580
NO. COUNTRY TEL. & ELEC.		LANCASTER	NH	03584
NO. COUNTRY TEL. & ELEC.		MEREDITH	NH	03253
NORDEN SYSTEMS, INC. *	CONTINENTAL BLVD	MERRIMACK	NH	03054
NORTH COUNTRY HOSPITAL	PROUTY DRIVE	NEWPORT	VT	05855
NORTHEAST MICROWAVE OVENS *	262 MAMMOTH ROAD	MANCHESTER	NH	03103
NORTH EAST REHAB. CENTER *		SALEM	NH	03079
NORTHBOUND INC. *	BROWN AVENUE	NO. CONWAY	NH	03860
NORTHEAST REHABILITATION CENTER	OAK STREET	SALEM	NH	03079
NORTHEASTERN VERMONT REGIONAL HOSP.	HOSPITAL DRIVE	ST. JOHNSBURY	VT	05819
NORTHERN TELECOM INC. *	104 AIRPORT ROAD	CONCORD	NH	03301
NORWALK COMPRESSOR CO.	BOX 548, N. WATER ST.	SO. NORWALK	CT	06856
OAR HOUSE RESTAURANT *		PORTSMOUTH	NH	03801
ODD FELLOWS HOME	200 PLEASANT STREET	CONCORD	NH	03301
OFFICE INFORMATION SYS. *	1 HARDY STREET	NASHUA	NH	03060
OFFICE SPECIALISTS	50 BRIDGE STREET	MANCHESTER	NH	03101
OJALA CONSTRUCTION	4 BROADWAY	NASHUA	NH	03060
ORLEANS-ESSEX NO SPRVSRY UNION *		DERBY	VT	05829
OSOFSKY, DR. RICHARD C.	73 PLEASANT STREET	MANCHESTER	NH	03101
PANDORA INDUSTRIES	150 DOW AND CANAL STREETS	MANCHESTER	NH	03102
PARKER SURVEYING *		EXETER	NH	03833
PARKLAND MEDICAL CENTER *	ONE PARKLAND DRIVE	DERRY	NH	03038
PARROTT, PERKINS & NUNLIST, MDs *	GILMAN OFFICE CENTER	WHITE RIVER JT	VT	05001
PARSON ELECTRIC *	WASHINGTON STREET	LAKEPORT	NH	03246
PATRICK WALSH & SON *		QUINCY	MA	
PATTERN TOOL & ENGINEERING	PO BOX 471, ROUTE 236	KITTERY	ME	03904
PAULAK, DR. WILFRED S.	42 PORTSMOUTH AVENUE	EXETER	NH	03833
PC CONNECTION *	6 MILL STREET	MARLOW	NH	03456
PENNICHUCK WATER WORKS *	31 WILL STREET	NASHUA	NH	03060
PENOBSCOT BAY MEDICAL CENTER *	GLEN COVE	ROCKLAND	ME	04841
PERMATTACH DIAMOND TOOL CORP. *	67 ELM STREET	MILFORD	NH	03055
PETERBOROUGH HOSPITAL *		PETERBOROUGH	NH	03458
PHEASANT WOOD NURSING HOME *	PHEASANT ROAD	PETERBOROUGH	NH	03458
PHOENIX COMMUNICATIONS *	15 DANIEL PLUMMER ROAD	GOFFSTOWN	NH	03045
PIEREE MACHINE *		DALTON	MA	
PINE HAVEN BOYS CENTER	RIVER ROAD PB BOX 162	SUNCOOK	NH	03275
PINE TREE BUILDERS *	JENKINS ROAD	BEDFORD	NH	03102
PITTSFIELD MEDICAL CENTER *	35 GLASS STREET	SUNCOOK	NH	03275
PLAISTOW BANK & TRUST	RTE 125	PLAISTOW	NH	03865
PLANTRONICS-WILCOM *	D. W. HIGHWAY	LACONIA	NH	03246
PLAYHOUSE IONN		WHITEFIELD	NH	03598
PNEUMO-PRECISION INC.	OPTICAL AVENUE	KEENE	NH	03431
PORSCHE	SYKES AVENUE	LEBANON	NH	03766
PORTSMOUTH COMM. HEALTH SERV.	1145A SAGAMORE AVENUE	PORTSMOUTH	NH	03801
PORTSMOUTH HOSPITAL	JUNKINS AVENUE	PORTSMOUTH	NH	03801
PORTSMOUTH NAVAL SHIPYARD *		PORTSMOUTH	NH	03801
POST MACHINERY CO.	POST ROAD	PORTSMOUTH	NH	03801
PRATT & WHITNEY	400 MAIN STREET	E. HARTFORD	CT	06108
PRIDE MACHINE CO.		HUDSON	NH	03051
PRINTS OF WALES	92 WEST STREET	RUTLAND	VT	05701
PRO CON CONSTRUCTION *	340 COMMERCIAL STREET	MANCHESTER	NH	03104
PROGRESSIVE ENGINEERING CONSULT. *	14333 LAUREL-BOWIE ROAD	LAUREL	MD	20708
PUBLIC SERVICE COMPANY OF NH	1200 HOOKSET ROAD	HOOKSET	NH	03106

PUBLIC SERVICE COMPANY OF NH *	MERRIMACK STATION	BOW	NH 03301
PUBLIC SERVICE COMPANY OF NH *	1000 ELM STREET	MANCHESTER	NH 03103
PUBLIC SERVIC OF NH *	SEABROOK STATION	SEABROOK	NH 03874
PULASKI CITY MEMORIAL HOSPITAL	HOSPITAL ROAD	WAYNESVILLE	MI 65583
PURITY SUPREME *	BOSTON ROAD	CHELMSFORD	MA 01824
QUALITY CONTROL	RTE 3	TILTON	NH 03276
QUIN-T CORP.	MANVILLE ROAD	TILTON	NH 03276
R & D ENGINEERING SERVICES INC.	67 ISLINGTON STREET	PORTSMOUTH	NH 03801
R & J GETTY *	162 MAIN STREET	SALEM	NH 03079
R & K FABRO INC.		MIDDLETON	MA 01949
R.J. OLSZAK CONSTRUCTION	RT 3	BRIDGEWATER	NH
R.S. ROBERTS CHEVROLET *	CANAL STREET	BRATTLEBORO	VT 05301
RANDAZZO, DR. RONALD W.	242 BRIDGE STREET	PELHAM	NH 03076
RASTER TECH *	9 EXECUTIVE PARK DR.	BILLERICA	MA 01821
RAYTHEON	AMHERST STREET	NASHUA	NH 03062
RAYTHEON CO. *	350 LOWELL STREET	ANDOVER	MA 01810
RAYTHEON MARINE COMPANY *	676 ISLAND POND ROAD	MANCHESTER	NH 03102
RDF CORPORATION	23 ELM AVENUE	HUDSON	NH 03051
REGAL MACHINE *	COMMERCIAL AVENUE	HUDSON	NH 03051
RELAIBLE PAPER & SUPPLY CO.	13 WATER STREET	CLAREMONT	NH 03743
REPROGRAPHICS PRINTING	29 STORRS STREET	CONCORD	NH 03301
RICH TOOL & DIE CO. *		WINDHAM	ME
RIST-FROST	SOUTH ROAD PO BOX 206	GLENS FALLS	NY 12801
ROBERT S. RENO	RT. 101-A	CONTOOCOOK	NH 03229
ROBINSON LABORATORIES *	WHITEHALL ROAD	AMHERST	NH 03031
ROCHESTER MANOR	HOSPITAL COURT	ROCHESTER	NH 03867
ROCKINGHAM MEMORIAL HOSPITAL *		BELLOWS FALLS	VT 05101
RUIDISO HONDO VALLEY HOSP		RIDISO	NM 88345
RUTLAND REGIONAL MEDICAL CENTER *	19 WEBBER ROAD	RUTLAND	VT 05701
RYAN, DR. JOHN	29 WEST SIDE ROAD	E. HAMPSTEAD	NH 03826
S.C. ALLARD & SONS	MAIN STREET	N. CONWAY	NH 03860
SALMON FALLS & ASSOCIATES	95 CANAL STREET	S. BERWICK	ME 03908
SANDERS ASSOCIATES *	GRENIER FIELD	NASHUA	NH 03060
SANDERS ASSOCIATES *	RIVER ROAD	MANCHESTER	NH 03103
SANDERS ASSOCIATES *	D.W. HIGHWAY	HUDSON	NH 03051
SANDERS ASSOCIATES *		NASHUA	NH 03062
SANDERS ASSOCIATES *	RT. 3A	MERRIMACK	NH 03054
SANEL AUTO PARTS		CONCORD	NH 03301
SANEL'S *	51 POWERS STREET	BERLIN	NH 03570
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SAPHIKON DIV. TYCO LABS		MILFORD	NH 03055
SCEVA SPEARE MEMORIAL HOSPITAL	LAFAYETTE ROAD	PLYMOUTH	NH 03264
SCHOFIELD BROTHERS	SEABORN DRIVE	CAPE COD	MA
SCOTT PONTIAC CO.		HAMPTON	NH 03842
SEABORNE HOSPITAL	COCHECO STREET	DOVER	NH 03820
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SEACOAST DIALYSIS INC.	41 TERRILL PARK DRIVE	DOVER	NH 03820
SEACOAST VW	FOX RUN MALL	PORTSMOUTH	NH 03801
SEALWELD	BROWN AVENUE, INDUST. PARK	CONCOED	NH 03301
SEARS	BOX 203	NEWINGTON	NH 03801
SEARS SERVICES DEPT. *	BRIDGETOWN, NOVA SCOTIA	MANCHESTER	NH 03103
SELF-EMPLOYED (REAL ESTATE)	PO BOX 66	ANDOVER	NH 03216
SELF-EMPLOYED-NRM *	PO BOX 1000	CANADA	
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SEMINOLE POINT HOSPITAL		SUNAPEE	NH 03782
SERRIS, DR.	101 PLAZA	HUDSON	NH 03051
SHANNON'S GARAGE *	TARA BLVD.	LACONIA	NH 03246
SHEEHAN, DR. JAMES T.		BEDFORD	NH 03102
SHERATON TARA *	LYME ROAD	NASHUA	NH 03060
SIMONS PRECISION *		VERGENNES	VT 05491
SMITH, BATCHELDER & RUGG	SILAS DEANE HIGHWAY	HANOVER	NH 03755
SMITH ROAD SALES *		LEBANON	NH 03766
SMITH, DR. KATHLEEN *	RT. 114	LITTLETON	NH 03561
SOCIETY MOTGAGE CORP.		WETHERFIELD	CT 06109
SOUTHBORO TRUCKING		SOUTHBORO	MA 01772
SOUTHERN NH SERVICES *	(NORTHFIELD, NH)	GOFFSTOWN	NH 03045
SPAULDING INN *		WHITEFIELD	NH 03598
SPAULDING PRINTING		MANCHESTER	NH 03102
SPAULDING YOUTH CENTER		FRANKLIN	NH 03235

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SPRING MACHINE COMPANY	880 CANDIA ROAD	MANCHESTER	NH	03103
SPRINGFIELD HOSPITAL *	RIDGEWOOD ROAD	SPRINGFIELD	VT	05156
ST. ANNE NURSING HOME	DOVER POINT ROAD	DOVER	NH	03820
ST. JOHNS HOSPITAL *	HOSPITAL DRIVE	LOWELL	MA	01850
ST. JOSEPH'S HOSPITAL *	KENSINGTON STREET	NASHUA	NH	03062
ST. LAURENT CONSTRUCTION	154 PINE STREET	NASHUA	NH	03060
ST. THERESA'S MANOR *	519 BRIDGE STREET	MANCHESTER	NH	03102
STANLEY ELEVATOR	PINE STREET EXT.	NASHUA	NH	03060
STATCARE INCORPORATED	80 TERRYTOWN ROAD	MANCHESTER	NH	03103
STATE MOTORS *	D.W. HIGHWAY NO.	MANCHESTER	NH	03104
STELLOS ELECTRIC *	1 POROGRESS AVENUE	NASHUA	NH	03060
STEPHEN DAIRY FARM *	MACK HILL ROAD	AMHERST	NH	03031
STEPHENS MEMORIAL HOSPITAL *	20 MAIN STREET	NORWAY	ME	04268
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STRAFFORD COUNTY ELECTRIC *	MERRYMEETING LAKE	NEW DURHAM	NH	03855
STRAIGHT LINES		GEORGETOWN	MA	01833
STREET ELECTRIC		MEREDITH	NH	03253
SULLIVAN COUNTY EXTENSION SERV. *	45 CRESCENT STREET	CLAREMONT	NH	03743
SULLIVAN COUNTY NURSING HOME *	UNITY ROAD	CLAREMONT	NH	03743
SULLIVAN COUNTY REHAB CENTER *	RFD 3, BOX 305	CLAREMONT	NH	03743
SUMMAFOUR	2456 BROWN AVENUE	MANCHESTER	NH	03104
SUNAPEE SPORT *		NEWBURY	NH	03255
SUTTER GENERAL HOSPITAL	30TH & L STREET	SACRAMENTO	CA	95816
TAD, TECHNICAL SERVICE	MASS. AVENUE	CAMBRIDGE	MA	02140
TAFT BUSINESS MACHINES	21 DOW STREET	MANCHESTER	NH	03105
TAMBRANDS *	RIVER ROAD	CLAREMONT	NH	03743
TANDY CORPORATION *	651 ELM STREET	MANCHESTER	NH	03104
TECH RESOURCES, INC. *	23 PINEWOOD DRIVE	AMHERST	NH	03031
TECO CORP.		WINNISQUAM	NH	03289
TELEFLEX INTERCONNECT SYSTEMS *	PLANTATION DRIVE	JAFFREY	NH	03452
TEMPCO LUMBER COMPANY	CENTRAL STREET	BARNSTEAD	NH	03218
TEMPLE TOOL & DIE COMPANY *	690 NO. COMMERCIAL STREET	MANCHESTER	NH	03104
TEXAS INSTRUMENTS *		DALLAS	TX	
THE ENERGY SHOP *	5 BEAVER LANE	BEDFORD	NH	03102
THERMO TECHNOLOGY INC.	90 AIRPORT ROAD	CONCORD	NH	03301
THOMPSON CENTER ARMS	FARMINGTON ROAD	ROCHESTER	NH	03867
THOMPSON INC.		MANCHESTER CTR	VT	05255
TINY'S GARAGE *	5 ATWOOD AVENUE	HUDSON	NH	03051
TOP FURNITURE *		BERLIN	NH	03570
TOUPIN RIGGINS CO. *	995 BROADWAY	DRACUT	MA	01862
TOUSIGNANT, DR. PAUL	144 SOUTH MAIN STREET	ROCHESTER	NH	03865
TOWN PRINTING		NO. ANDOVER	MA	01845
TULLEY BUICK, PONTIAC, GMC *	D.W. HIGHWAY	NASHUA	NH	03062
TUTTLE LAW PRINT	QUALITY LANE	RUTLAND	VT	05701
TV SHOP		CONCORD	NH	03301
TVC INC.	CONSTITUTION AVENUE	PORTSMOUTH	NH	03801
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UNITED INDUSTRIAL TECHNOLOGY	PO BOX 900, ROUTE 125	EPPING	NH 03042
UNITED WAY OF MERRIMACK COUNTY	18 BOW AVENUE	CONCORD	NH 03301
UPPER CONNECTICUT VALLEY HOSPITAL	HOSPITAL ROAD	COLEBROOK	NH 03576
UPPER VALLEY PRESS *	RT. 25	BRADFORD	VT 05033
V.A. HOSPITAL	SAWTELL & WILSHIRE BLVD.	LOS ANGELES	CA 90024
V.A. HOSPITAL	SMYTHE ROAD	MANCHESTER	NH 03102
V.A. MEDICAL CENTER	NO. HARTLAND ROAD	WHITE RIVER JCT	VT 05001
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V.A. MEDICAL CENTER	SMYTHE ROAD	MANCHESTER	NH 03104
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VALLEY REGIONAL HOSPITAL *	ELM STREET	CLAREMONT	NH 03743
VINAFLEX AMERICA *	206-214 FAIR STREET	LACONIA	NH 03246
VISITING NURSE ASSOCIATION	194 CONCORD STREET	MANCHESTER	NH 03103
VOGELL, FREDERICK MD	30 RIDGEWOOD	SPRINGFIELD	VT 05156
VOLT INFORMATION SYSTEMS	151 MAIN STREET SUITE 2	SALEM	NH 03079
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WALKER POWER INC.	MILL STREET	WARNER	NH 03278
WANDA'S REST HOME *	MAIN STREET	BRADFORD	VT 05033
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WHITE, DR. WILLIAM	12 PARENTER ROAD	LONDONDERRY	NH 03053
WHITMAN PRESS	WATER STREET	LEBANON	NH 03766
WHITNEY MOTORS *	MAIN STREET	LANCASTER	NH 03584
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WIESIE EXPERT MACHINE *		LAWRENCE	MA 01840
WILCOM PRODUCTS	BOX 508 D.W. HIGHWAY	LACONIA	NH 03246
WILLETT, DR. PAUL	76 ALDES STREET	NASHUA	NH 03061
WINCOM	BOX 187	LACONIA	NH 03247
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WOODLAWN NURSING HOMES *	84 PINE STREET	NEWPORT	NH 03773
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